COACHBUILDER INFORMATION UPDATE

Date: June 10, 2014
Bulletin Number: XTS 34
Subject: Overseas Sales Requests and International Fleet Sales (IFS)

This bulletin is to remind all Cadillac Master Coachbuilders (herein after "CMC") of their responsibilities and requirements in dealing with customers outside of the United States. Per the Cadillac Master Coachbuilder Incentive Agreement, Article 12.1 states:

> "**Vehicles sold to Manufacturer under this Agreement are for distribution in the 50 United States, and the District of Columbia ("U.S.") or Puerto Rico. It is a material breach of this Agreement for Manufacturer to sell, cause or arrange to be sold End Products or new motor vehicles for resale or for principal use outside the U.S. or Puerto Rico. The only exception is when Manufacturer is contractually working with International Fleet Sales (IFS). IFS is the only approved GM Dealer for export. If Vehicles are exported and Manufacturer is not contractually working with IFS, Manufacturer may be liable to pay GM all Vehicle incentives. Manufacturer agrees that it will not sell any Vehicles or End Products in or into the U.S. which were not originally manufactured for sale and distribution in the United States.**

To clarify, all overseas customer sales requests are to be forwarded to Jim Steinhagen, IFS-Detroit Office, who can be reached at (248) 595-8141. IFS will review and ensure that GM's Policies and Procedures for overseas Sales Requests for North American Motor Vehicles are adhered to. If approved by GM, IFS will be responsible to contract with the CMC for any modifications or homologation of Products to meet all applicable regulatory requirements and for obtaining any necessary import or export licenses for Products, Parts, and Accessories for support after the sale.

CMCs are reminded that all sales requests from an overseas customer or distributor, must be forwarded to IFS, and that the CMCs are not to be contracted by any other entity than IFS.

Please contact Ray Bush with any questions.